



REPLY TO
ATTENTION OF

DEPARTMENT OF THE ARMY
HEADQUARTERS, U.S. ARMY MATERIEL COMMAND
9301 CHAPEK ROAD
FORT BELVOIR, VA 22060-5527

AMCSB

29 March 2010

MEMORANDUM FOR Mr. Jeffrey P. Parsons, Executive Director, U.S. Army Contracting Command, 9301 Chapek Road, Fort Belvoir, VA 22060

SUBJECT: Fiscal Year (FY) 2010 Small Business Program Targets

1. As we near the second quarter of the FY 2010, I am looking forward to your partnership in meeting the President's objective of expanding opportunities for small businesses. One of the most valuable tools we have to meet the President's objective is the Federal Procurement System. By working together, we can establish a system that efficiently meets the needs of the Government while ensuring that small businesses continue to play an important role in meeting the warfighters needs. As required, I am hereby assigning you the following Small Business Program goals for FY 10:

- Small Business (SB) – 46.1%
- Small Disadvantaged Business (SDB) – 17.9%
- Women Owned Small Business (WOSB) – 7.8%
- HUBZone Small Business (HUBZone) – 4.8%
- Service-Disabled Veteran-Owned Small Business (SDVOSB) – 3.7%
- Historically Black Colleges and Universities/Minority Institutions (HBCUs/MIs) – 31.4%

2. U.S. Army Contracting Command Subcontracting targets are as follows:

- SB Subcontracting – 80.0%
- SDB Subcontracting – 14.2%
- WOSB Subcontracting – 12.5%
- VOSB Subcontracting – 3.0%
- HUBZone Subcontracting – 3.0%
- SDVOSB Subcontracting – 3.0%

3. As the HUBZone, SDVOSB and HBCU/MI program categories remain highly visible and particularly challenging for AMC, based on the commodities we buy, you should remain focused on growth in these areas. I challenge your Command to place special emphasis on increasing the numbers in these subcategory areas.

4. AMC focus areas for FY 10 include aligning our Head of Contracting Activities and their subordinate organizations correctly in the Federal Procurement Data System-Next Generation and the Army Contracting Business Intelligence System. Additionally, you should ensure that your command and subordinate command goals are entered into both systems.

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SUBJECT: ACC Fiscal Year (FY) 2010 Small Business Program Targets

5. Provided below are AMC's initiatives for FY 10 to enhance visibility and growth the AMC Small Business Program.

- Electronic Subcontracting Reporting System (eSRS)
- Acquisition Forecasting
- OSBP Website One Stop Shop
- Increase of Mentor Protégé program
- Subcontracting Policy and Enforcement

In accordance with the focus areas, please provide your initiatives for FY 10. Provide a copy of your initiatives to Mary Moore, email: mary.moore3@us.army.mil.

6. Preliminary Department of the Army statistics indicates that AMC awarded \$13.9B of total U.S. obligations to small businesses in FY09. Please extend my sincere gratitude and thanks to the acquisition and program management workforce for their support, hard work and dedication to AMC's Small Business Program. As in the past, I ask for your continued commitment as we work together to support the Soldier, their needs, and the small business community.

7. The HQ AMC point of contact is Ms. Nancy D. Small, Director, Office of Small Business Programs, 256-450-9034 or DSN 320-9034, email: nancy.d.small@us.army.mil.

Encl
FY09 AMC Small Business Program



ANN E. DUNWOODY
General, USA
Commanding



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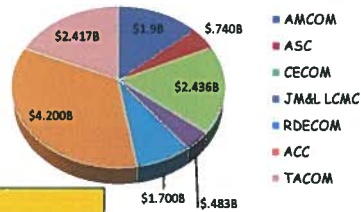
FY09 AMC Small Business Program

Updated Jan 13, 2010

On-Going Issues

- Rothe Development Corporation v. Department of Defense
- Mandatory Preference for HubZone Set-Asides
- IDIQ Competitive Awards

FY09 AMC Small Business Program (\$13.9B)



FY09 AMC Small Business Program				
LCMC	Total US Bus	Total SM Bus	% SM Bus Achievement	% SB Goal
AMCOM	\$ 17,139,597,536	\$ 1,947,453,295	11.4%	10.4%
ASC	\$ 4,858,702,000	\$ 740,913,300	15.2%	15.0%
CECOM	\$ 13,832,503,810	\$ 2,436,823,781	17.61%	18.6%
JM&L LCMC	\$ 1,511,000,000	\$ 483,300,000	31.98%	23.6%
RDECOM	\$ 6,917,640,129	\$ 1,700,000,000	31.63%	27.2%
ACC	\$ 10,000,000,000	\$ 4,200,000,000	39.08%	46.00%
TACOM	\$ 23,428,578,443	\$ 2,417,994,002	10.3%	11.00%
AMC FY08	\$ 77,688,021,918	\$ 13,926,484,378	18.00%	15.00%

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29 March 2010

MEMORANDUM FOR Major General James R. Myles, Commander, U.S. Army AMCOM
Life Cycle Management Command, Redstone Arsenal, AL 35898-5000

SUBJECT: Fiscal Year (FY) 2010 Small Business Program Targets

1. As we near the second quarter of the FY 2010, I am looking forward to your partnership in meeting the President's objective of expanding opportunities for small businesses. One of the most valuable tools we have to meet the President's objective is the Federal Procurement System. By working together, we can establish a system that efficiently meets the needs of the Government while ensuring that small businesses continue to play an important role in meeting the warfighters needs. As required, I am hereby assigning you the following Small Business Program goals for FY 10:

- Small Business (SB) – 10.4%
- Small Disadvantaged Business (SDB) – 2.1%
- Women Owned Small Business (WOSB) – .3%
- HUBZone Small Business (HUBZone) – .2%
- Service-Disabled Veteran-Owned Small Business (SDVOSB) – .35%
- Historically Black Colleges and Universities/Minority Institutions (HBCUs/MIs) – 4.0%

2. As the HUBZone, SDVOSB and HBCU/MI program categories remain highly visible and particularly challenging for AMC, based on the commodities we buy, you should remain focused on growth in these areas. I challenge your Command to place special emphasis on increasing the numbers in these subcategory areas.

3. AMC focus areas for FY 10 include aligning our Head of Contracting Activities and their subordinate organizations correctly in the Federal Procurement Data System-Next Generation and the Army Contracting Business Intelligence System. Additionally, you should ensure that your command and subcommand goals are entered into both systems.

4. Provided below are AMC's initiatives for FY 10 to enhance visibility and growth of the AMC Small Business Program.

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5. Preliminary Department of the Army statistics indicates that AMC awarded \$13.9B of total U.S. obligations to small businesses in FY09. Please extend my sincere gratitude and thanks to the acquisition and program management workforce for their support, hard work and dedication to AMC's Small Business Program. As in the past, I ask for your continued commitment as we work together to support the Soldier, their needs, and the small business community.

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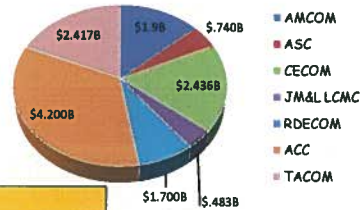
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29 March 2010

MEMORANDUM FOR Major General Yves J. Fontaine, U.S. Army Sustainment Command,
1 Rock Island Arsenal, Rock Island, IL 61299-6500

SUBJECT: Fiscal Year (FY) 2010 Small Business Program Targets

1. As we near the second quarter of the FY 2010, I am looking forward to your partnership in meeting the President's objective of expanding opportunities for small businesses. One of the most valuable tools we have to meet the President's objective is the Federal Procurement System. By working together, we can establish a system that efficiently meets the needs of the Government while ensuring that small businesses continue to play an important role in meeting the warfighters needs. As required, I am hereby assigning you the following Small Business Program goals for FY 10:

- o Small Business (SB) – 15.0%
- o Small Disadvantaged Business (SDB) – 3.8%
- o Women Owned Small Business (WOSB) – .8%
- o HUBZone Small Business (HUBZone) – .9%
- o Service-Disabled Veteran-Owned Small Business (SDVOSB) – .4%
- o Historically Black Colleges and Universities/Minority Institutions (HBCUs/MIs) – 2.0%

2. The U.S. Army Sustainment Command subcontracting goals are as follows:

- SB Subcontracting – 41.4%
- SDB Subcontracting – 2.5%
- WOSB Subcontracting – 3.0%
- HUBZone Subcontracting – 2.0%
- SDVOSB Subcontracting – .6%
- VOSB Subcontracting – 3.4%

3. As the HUBZone, SDVOSB and HBCU/MI program categories remain highly visible and particularly challenging for AMC, based on the commodities we buy, you should remain focused on growth in these areas. I challenge your Command to place special emphasis on increasing the numbers in these subcategory areas.

4. AMC focus areas for FY 10 include aligning our Head of Contracting Activities and their subordinate organizations correctly in the Federal Procurement Data System-Next Generation

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SUBJECT: Fiscal Year (FY) 2010 Small Business Program Targets

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5. Provided below are AMC's initiatives for FY 10 to enhance visibility and growth of the AMC Small Business Program.

- Electronic Subcontracting Reporting System (eSRS),
- Acquisition Forecasting
- OSBP Website One Stop Shop
- Increase of Mentor Protégé program
- Subcontracting Policy and Enforcement

In accordance with the focus areas, please provide your initiatives for FY 10. Provide a copy of your initiatives to Mary Moore, email: mary.moore3@us.army.mil.

6. Preliminary Department of the Army statistics indicates that AMC awarded \$13.9B of total U.S. obligations to small businesses in FY09. Please extend my sincere gratitude and thanks to the acquisition and program management workforce for their support, hard work and dedication to AMC's Small Business Program. As in the past, I ask for your continued commitment as we work together to support the Soldier, their needs, and the small business community.

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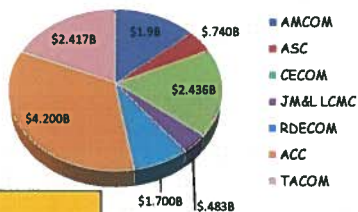
FY09 AMC Small Business Program

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MEMORANDUM FOR Major General Randolph P. Strong, Commander, U.S. Army CECOM
Life Cycle Management Command, Fort Monmouth, NJ 07703-5000

SUBJECT: Fiscal Year (FY) 2010 Small Business Program Targets

1. As we near in the second quarter of the FY 2010, I am looking forward to your partnership in meeting the President's objective of expanding opportunities for small businesses. One of the most valuable tools we have to meet the President's objective is the Federal Procurement System. By working together, we can establish a system that efficiently meets the needs of the Government while ensuring that small businesses continue to play an important role in meeting the warfighters needs. As required, I am hereby assigning you the following Small Business Program goals for FY 10:

- Small Business (SB) – 17.6%
- Small Disadvantaged Business (SDB) – 2.5%
- Women Owned Small Business (WOSB) – .5%
- HUBZone Small Business (HUBZone) – .5%
- Service-Disabled Veteran-Owned Small Business (SDVOSB) – .80%
- Historically Black Colleges and Universities/Minority Institutions (HBCUs/MIs) – 5.0%

2. As the HUBZone, SDVOSB and HBCU/MI program categories remain highly visible and particularly challenging for AMC, based on the commodities we buy, you should remain focused on growth in these areas. I challenge your Command to place special emphasis on increasing the numbers in these subcategory areas.

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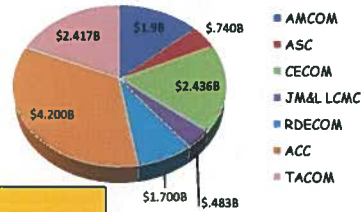
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29 March 2010

MEMORANDUM FOR Brigadier General Larry Wyche, U.S. Army JM&L Life Cycle Management Command, Picatinny Arsenal, NJ 07806-5000

SUBJECT: Fiscal Year (FY) 2009 Small Business Program Targets

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- Small Business (SB) – 29.4%
- Small Disadvantaged Business (SDB) – 4.0%
- Women Owned Small Business (WOSB) – 2.5%
- HUBZone Small Business (HUBZone) – 1.8%
- Service-Disabled Veteran-Owned Small Business (SDVOSB) – 1.25%
- Historically Black Colleges and Universities/Minority Institutions (HBCUs/MIs) – 17.5%

2. As the HUBZone, SDVOSB and HBCU/MI program categories remain highly visible and particularly challenging for AMC, based on the commodities we buy, you should remain focused on growth in these areas. I challenge your Command to place special emphasis on increasing the numbers in these subcategory areas.

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SUBJECT: Fiscal Year (FY) 2010 Small Business Program Targets

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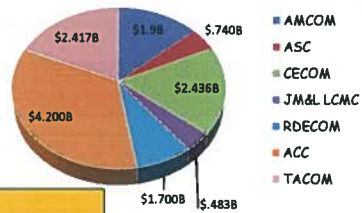
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29 March 2010

MEMORANDUM FOR Major General Nickolas G. Justice, Commander, U.S. Army Research, Development and Engineering Command, 5183 Blackhawk Road, Aberdeen Proving Ground, MD 21010-5424

SUBJECT: Fiscal Year (FY) 2010 Small Business Program Targets

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- Service-Disabled Veteran-Owned Small Business (SDVOSB) – 2.5%
- Historically Black Colleges and Universities/Minority Institutions (HBCUs/MIs) – 8.0%

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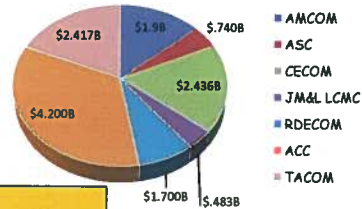
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29 March 2010

MEMORANDUM FOR Major General Kurt J. Stein, Commander, U.S. Army TACOM
Life Cycle Management Command, 6501 E. 11 Mile Road, Warren, MI 48397-5000

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- Small Business (SB) – 10.3%
- Small Disadvantaged Business (SDB) – 2.1%
- Women Owned Small Business (WOSB) – 1.5%
- HUBZone Small Business (HUBZone) – 1.0%
- Service-Disabled Veteran-Owned Small Business (SDVOSB)– .1%
- Historically Black Colleges and Universities/Minority Institutions (HBCUs/MIs) – 5.0%

2. As the HUBZone, SDVOSB and HBCU/MI program categories remain highly visible and particularly challenging for AMC, based on the commodities we buy, you should remain focused on growth in these areas. I challenge your Command to place special emphasis on increasing the numbers in these subcategory areas.

3. AMC focus areas for FY 10 include aligning our Head of Contracting Activities and their subordinate organizations correctly in the Federal Procurement Data System-Next Generation and the Army Contracting Business Intelligence System. Additionally, you should ensure that your command and subordinate command goals are entered into both systems.

4. Provided below are AMC's initiatives for FY 10 to enhance visibility and growth of the AMC Small Business Program:

AMCSB

SUBJECT: Fiscal Year (FY) 2010 Small Business Program Targets

- Electronic Subcontracting Reporting System (eSRS)
- Acquisition Forecasting
- OSBP Website One Stop Shop
- Increase of Mentor Protégé program
- Subcontracting Policy and Enforcement

In accordance with the focus areas, please provide your initiatives for FY 10. Provide a copy of your initiatives to Mary Moore, email: mary.moore3@us.army.mil.

5. Preliminary Department of the Army statistics indicates that AMC awarded \$13.9B of total U.S. obligations to small businesses in FY09. Please extend my sincere gratitude and thanks to the acquisition and program management workforce for their support, hard work and dedication to AMC's Small Business Program. As in the past, I ask for your continued commitment as we work together to support the Soldier, their needs, and the small business community.

6. The HQ AMC point of contact is Ms. Nancy D. Small, Director, Office of Small Business Programs, 256-450-9034 or DSN 320-9034, email: nancy.d.small@us.army.mil.

Encl
FY09 AMC Small Business Program



ANN E. DUNWOODY
General, USA
Commanding



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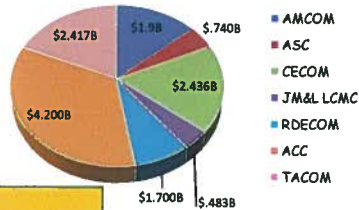
FY09 AMC Small Business Program

Updated Jan 13, 2010

On-Going Issues

- Rothe Development Corporation v. Department of Defense
- Mandatory Preference for HubZone Set-Asides
- IDIQ Competitive Awards

FY09 AMC Small Business Program (\$13.9B)



FY09 AMC Small Business Program				
LCMC	Total US Bus	Total SM Bus	% SM Bus Achievement	% SB Goal
AMCOM	\$ 17,139,597,536	\$ 1,947,453,295	11.4%	10.4%
ASC	\$ 4,858,702,000	\$ 740,913,300	15.2%	15.0%
CECOM	\$ 13,832,503,810	\$ 2,436,823,781	17.61%	18.6%
JM&L LCMC	\$ 1,511,000,000	\$ 483,300,000	31.98%	23.6%
RDECOM	\$ 6,917,640,129	\$ 1,700,000,000	31.63%	27.2%
ACC	\$ 10,000,000,000	\$ 4,200,000,000	39.08%	46.00%
TACOM	\$ 23,428,578,443	\$ 2,417,994,002	10.3%	11.00%
AMC FY08	\$ 77,688,021,918	\$ 13,926,484,378	18.00%	15.00%

Enclosure